truck industry news

Good gains reported in all market segments

January sales top 1983 by 44 pct.

Retail sales of new trucks of all types in January in the U. S. were the highest for the month in five years, according to preliminary reports, with significant increases over a year ago in all three market segments.

During the month, franchised dealers and factory outlets retailed 278,966 units, an increase of 44.1 percent over last year's 193,592. In January, 1979, retailers sold 293,800 new trucks.

Light-truck sales in the first month of 1984 totaled 262,605 units, with gains in all three weight classifications. The count was 45.8 percent higher than the year-earlier 180,077.

In January, 117,312 Class I trucks were retailed in the U. S., up 38.1 percent over last year's 84,575. The Class 2 total was 109,337, a gain of 54.1 percent over the year ago 70,982. Sixteen Class 3 units were sold during the month, compared with seven in 1983.

January sales of medium trucks were up 8.7 percent to 3,723 units, compared with 3,424 a year ago.

There were no Class 4 sales this year or last. Class 5 was up from 35 units in 1983 to 263, and the 3,460 Class 6 sales were 2.1 percent higher than last year's 3,389.

Heavy-truck sales were up for the sixth straight month in January, although only one of the two weight classes showed a gain over 1983.

During the month, 12,638 heavies were retailed, an increase of 25.2 percent over the year-ago 10,091. The Class 7 count was off 2.2 percent, from 4,529 units in 1983 to 4,430. But the Class 8 total was up 47.6 percent to 8,208 units, compared with 5,562 last year.

January sales of compact trucks accounted for almost 40 percent of the industry total. The count was 108,046, an increase of 59.1 percent over the year-earlier 67,912.

Sales of the domestic small trucks during the month were 66.3 percent higher than a year ago, from 43,399 units in 1983 to 72,156. The non-captive imports were up 46.4 percent to 35,890 units, compared with 24,513 last year.

The imported compacts' share of January small-truck sales was down 10.8 percentage points from a year ago. This year they accounted for 36.1 percent of the total with 38,991 sales, compared with 46.9 percent a year ago on 31,844 units.

With the addition of the small Chrysler vans and wagons, the downsized Jeep wagons and Nissan/Datsun pickups built in the U. S., the domestic compacts accounted for 63.9 percent of the January count with 69,055 sales. A year ago, they took 53.1 percent with 36,068 units.

• Big Three truck outlets started the new year with impressive increases over last year. During the month, they retailed 217,014 units, a gain of 38.8 percent over the year-earlier 156,347.

Chevrolet said its dealers sold 80,683 vehicles in January, up 23.7 percent over last year's 65,200 units. Ford sales were 24.6 percent higher, from 62,492

Continued on Page 22, Col. 1

Mack's Curcio blasts fleet anti-subsidy bill

By Jack Walsh
Truck Editor

SAN FRANCISCO. — Passage of the fleet anti-subsidy bill (HR 1415) now before Congress will result in higher vehicle prices for everyone, in the opinion of John B. Curcio, president, Mack Trucks, Inc.

In his keynote address at the sixth annual convention of the Truck Renting & Leasing Assn. here, Curcio said the bill is based on "an incredible and false premise" that individual customers pay more for vehicles to offset incentives offered to fleet buyers.

John B. Curcio

He called the bill "anti-competitive" and said a ban on fleet incentives will "inhibit a manufacturer's ability to provide merchandising programs to its own dealers."

NADA and its American Truck Dealers Division are fighting vigorously for passage of the legislation.

Curcio noted that he began and spent the first third of his career as a truck dealer, and added that "throughout the subsequent years I have been heavily involved in sales, marketing and distribution."

• "This entire issue," he said, "can be better served, as it has been in the past, through agreements between manufacturers and their dealers."

Curcio contended that fleet sales programs assist in holding down the price of vehicles to both the dealers and their customers.

He said "volume orders allow the manufacturers to better plan production, add consistency and predictability to our line schedules, permit large-scale parts and components purchases and help us keep our plants operating during periods of reduced demands."

Curcio said many Mack dealers with whom he has discussed the issue "not only recognize these facts, but also recognize that a highly visible and respected fleet or leasing company using our product has a positive effect on their customers and, in

Continued on Page 26, Col. 3

Advisory board for Rockwell gets new leader

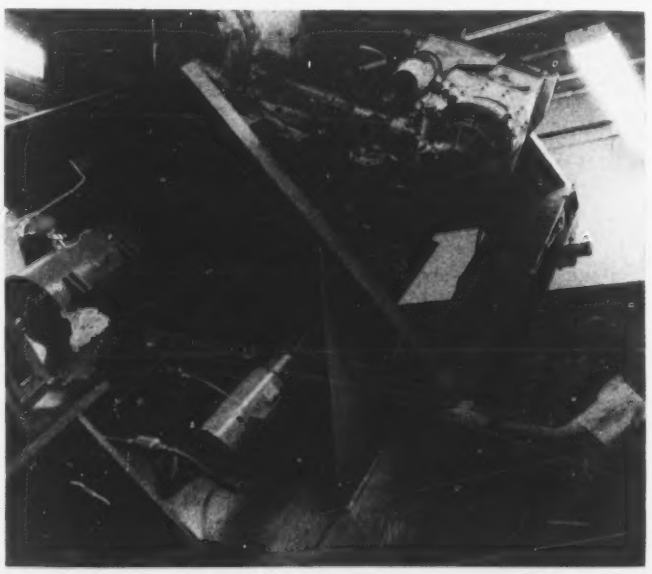
TROY, Mich. — The 17-member Dealer Advisory Board for Rockwell International's Heavy Vehicles Components Operations has elected C. L. (Tom) Lane Jr., president, General GMC, Inc., Phoenix, as its new chairman.

Lane succeeds Vic Salvino, president, Texas Kenworth Co., Dallas, who hosted the group's semi-annual meeting in Dallas recently.

The board was formed by Rockwell in 1981 to serve as a sounding board for new ideas, suggestions and opinions relating to Rockwell's performance as a supplier to the trucking industry.

Members completing their two-year board term at the Dallas meeting included: Vernon Porter Jr., Fort Worth Truck

Continued on Page 26, Col. 4



Testing Army tank transmission

A Detroit Diesel Allison X1100 transmission used in the Army's M1 main battle tank is being tested at various inclines and angles to monitor oil pressure and flow under simulated field conditions.

Toyota expands '84 van line

The Toyota Cargo Van, a commercial version of the Toyota Van introduced in the fall of 1983 as a 1984 model, will be available at Toyota dealerships in March. The vehicle is powered by a 90-HP, 2-liter engine which Toyota said requires no major scheduled maintenance for 60,000 miles.

March debut is slated for Toyota Cargo Van

A commercial version of the Toyota Van introduced in the U. S. last fall will be available at Toyota dealerships in March.

The two-seat Cargo Van shares its basic sheet metal and powertrain with the Van, which is marketed and registered as a passenger car. It has 149.8 cubic feet of capacity and a payload capability of 1,660 pounds for models with automatic transmission and 1,680 pounds for those with the five-speed manual.

The rear-floor area of the utility van, which Toyota said "caters to the needs of small businesses," is carpeted and hardboard panels protect the side walls.

"The Cargo Van's 88-inch wheelbase adds to its excellent maneuverability in tight parking situations and its side windows provide for better all-around visibility than the solid-walled vans of the past," a spokesman said.

"The aerodynamically sloped front end minimizes air resistance for fuel efficiency and a quieter ride," he added. "Like the passenger van, it has the lowest drag coefficient of any van sold in the U. S."

• The Cargo Van is powered by a 2-liter, overhead-valve four-cylinder engine which develops 90 HP at 4,400 RPM. It has electronic fuel injection which Toyota said is equipped with a diagnostic system to speed up troubleshooting.

"The engine offers virtually four years operation (60,000 miles) without scheduled major maintenance," the spokesman said.

Other maintenance-saving features, he added, include hydraulic valve lifters, an adjustment-free alternator belt, 60,000-mile platinum-tipped spark plugs, 60,000-mile coolant, air and oil filters that last 30,000 miles, transistorized ignition for simplified tuneups and a low-maintenance battery.

The five-speed manual overdrive transmission is standard on the vehicle, with the four-speed automatic with torque-converter lockup as an option.

The Cargo Van has an EPA estimate of 25 MPG in city operation for the five-speed transmission, and 24 MPG for vehicles with the automatic. The highway estimate for both is 31 MPG.

"A special load-sensing proportioning valve automatically adjusts brake balance front-to-rear for predictable braking under the broad range of normal load conditions," the spokesman said.

• Tilt steering is standard on the Cargo Van as are front vinyl seats and fixed, tinted windows in the rear compartment.

Overall length of the rear-wheel-drive vehicle is 175.4 inches, the overall height is 70.1 inches and the overall width is 65.7 inches. Curb weight of the unit with manual transmission

Continued on Page 26, Col. 4

Ford reports steady gains for 6.9-liter diesel

DEARBORN. — Ford Division has reported that counter to industry trends, its 6.9-liter V-8 diesel engine is gaining popularity among truck and van buyers.

Offered in light trucks and vans with gross vehicle weight ratings of more than 8,500 pounds, the 6.9-liter diesel — which is built by International Harvester — currently accounts for about 35 percent of total engines in Ford F-250 and F-350 pickups. Installations have increased steadily from about 8 percent of total production in November, 1982, its first month on the market, a spokesman said.

In comparison, he added, installation rates for the Chevrolet 6.2-liter diesel have declined since the first quarter of 1982 from 38 percent for the C-20 pickup and 27 percent for the C-30 to a current rate of about 15 percent in both trucks.

Through December of the 1984 model year, the spokesman noted, Ford had produced 21,097 light conventional trucks powered by the 6.9-liter diesel, an installation rate of 12.7 percent, double the 6 percent in the 1983 model year.

The installation rate for 1984 Econoline vans and Club Wagons is 2.8 percent.

Total is 278,966, highest since 1979

January truck sales show gain of 44 pct.

Continued from Page 16

units in the first month of 1983 to 77,877.

Dodge and Chrysler-Plymouth dealers retailed 31,888 trucks during the month, an increase of 164.1 percent over the previous year's 12,076 units. The new small vans and wagons accounted for almost 26 percent of the total.

Sales of GMC trucks in January were up 60.2 percent to a record 26,566 units, compared with 16,579 a year ago. The previous January high of 24,199 sales was established in 1979.

With the downsized Cherokee and Wagoneer accounting for 56 percent of the total, Jeep dealers retailed 10,869 four-wheel-drive vehicles in January, an increase of 23.1 percent over last year's 4,872 units.

January sales of the discontinued Volkswagen compact front-drive pickup totaled only 110 units, a decline of 79.8 percent from the 544 retailed in the first month of 1983.

Toyota dealers retailed a record 16,235 trucks in January, an increase of 68 percent over last year's 9,664. Nissan/Datsun sales totaled 12,989, including 4,864 trucks built in the U. S., a gain of 45.4 percent over the year-earlier 8,934 units.

Mazda reported that its dealers retailed 8,549 vehicles during the month, an increase of 120.9 percent over last year's 3,870.

Isuzu sales in January were up 11.4 percent to 1,691 units, compared with 1,518 in the same month a year ago. Mitsubishi dealers sold 1,290 vehicles during the month, a gain of 144.8 percent over the year-earlier 527 units.

Big Three January sales

	1984	1983
Ford		
Vans	11,172	10,478
Club Wagon	2,474	1,889
Ranger	13,084	11,699
Courier	.....	4,852
Bronco	3,373	2,807
Bronco II	6,329	15
Pickups	38,902	27,702
Mediums	1,999	2,337
Heavies	544	763
Chevrolet		
Vans	12,190	10,242
Sportvan	1,740	1,453
S-10	13,415	13,334
S-10 Blazer	9,704	5,807
LUV	.....	847
El Camino	1,823	1,455
Blazer	3,899	1,825
Suburban	3,147	2,418
Pickups	33,709	26,741
Mediums	1,056	1,078
Chrysler		
Vans	5,426	3,396
Ram Wagon	2,868	1,576
Voyager	4,118	.....
Caravan	4,072	.....
Mini Ram Van	12	.....
Ram 50	3,103	1,533
Other Plymouth Trucks	400	544
Ramcharger	2,017	910
Rampage	622	538
Pickups	9,250	3,579
GMC		
Vans	4,544	2,341
S-15	3,320	2,748
S-15 Jimmy	2,769	838
Jimmy	905	369
Caballero	194	123
Suburbans	1,258	699
Pickups	10,512	7,303
P Models	521	137
Mediums	1,595	1,514
Heavies	948	507

Dupont leaves AMC to join dealership

FORT WORTH. — George E. Dupont is the new general manager of Holiday AMC-Jeep-Renault-Saab here.

Dupont came to the dealership after having been assistant zone manager in Denver for American Motors. Prior to that, he was with AMC's Dallas zone office as a field sales manager.

Behm's 10th with Saab

Mark Behm, center, vice president of Behm Datsun-Saab, Appleton, Wis., was honored by Saab-Scania of America on his 10th anniversary as a Saab dealer. Presenting the award are Howard Smith, right, Saab Central region manager, and Norman DeFusco, district sales manager.

Nissan-Mexico accepts union's cutback proposal

CUERNAVACA, Mexico.— Nissan Mexicana's assembly plant here agreed to accept an alternate union proposal for a work cutback.

Originally, the firm had ordered a one-day-per-week shutdown to avoid the layoff of 1,800 workers. Under the labor-management agreement, only two days a month will be reduced from the normal work schedule.

But workers will still not receive pay for the cutback time.

The schedule is expected to be maintained throughout the year, with management holding the option of reducing the work week by one day, as originally planned, if the automotive industry's situation does not improve.

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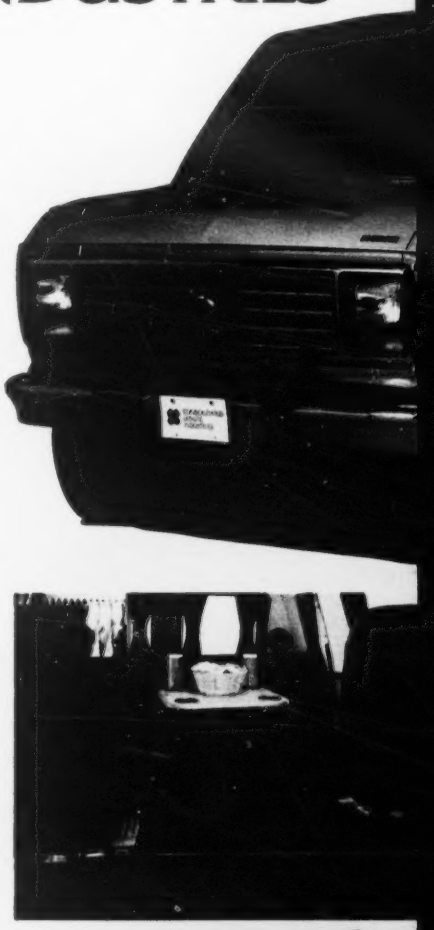

From left to right: SPORT, ELITE, CONVERSE II, and VAN CAMPER, all available on CHEVY, FORD, or GMC Chassis, as is the new LIMITED.

But market penetration declines a bit

Import registrations post monthly gain

Continued from Page 12

lost 1.28 percentage points, Nissan was up 0.93 percentage points and Honda dropped 0.12 percentage points. Mazda was off 0.01 percentage points, Subaru lost 0.19 percentage points and VW was down 0.86 percentage points.

Seventh-place Volvo was up 0.47 percentage points, Mercedes was up 0.04 percentage points, BMW was up 0.14 percentage points and Audi slipped 0.16 percentage points.

The current 1983-1982 import comparisons exclude Renault Alliance which a year ago was numbered among imports by R. L. Polk & Co. Ohio-built Accords and U. S. Rabbits still fall into Polk's import category.

Ten imports drove off with 88.94 percent of the import market for the 11 months, down from 89.98 percent in 1982.

Japanese-built cars represented 75.45 percent of the November total in 1983, down from 78.01 percent in '82. German cars claimed 10.57 percent in '83, U. S. cars had 6.30 percent and cars from Sweden had 5.16 percent.

November registrations by country of origin were:

	Nov., 1983	Nov., 1982
Japan	132,711	135,077
West Germany	18,588	18,358
United States	11,085	7,150
Sweden	9,085	6,394
France	2,880	4,026
Great Britain	1,071	966
Italy	402	810
Ireland	80	366
TOTAL	175,902	173,147

Registrations for the 11 months by country of origin were:

	11 mos., 1983	11 mos., 1982
Japan	1,705,702	1,608,226
West Germany	229,102	204,888
United States	111,354	88,604
Sweden	105,812	83,794
France	43,700	45,858
Great Britain	13,867	9,077
Italy	8,315	14,169
Ireland	924	3,182
TOTAL	2,218,776	2,057,798

Japanese cars represented 76.88 percent of the 11-month import market in 1983, down from 78.15 percent a year earlier. German cars increased their share to 10.33 percent from 9.96 percent, while the U. S. grew to 5.02 percent from 4.31 percent. Cars from Sweden claimed 4.77 percent of the year-to-date, 1983, market, up from 4.07 percent.

Imported truck registrations fell 8.19 percent in November, to 37,589 from 40,942. Registrations for the major companies, 1983 vs. 1982, follows:

	Nov., 1983	Nov., 1982
Toyota	12,236	12,906
Nissan	8,746	13,099
Mazda	6,473	3,332
Dodge Ram 50	3,052	2,816
Others	7,082	8,789
TOTAL	37,589	40,942

Registrations year-to-date for imported trucks were 12.46 percent above 1982 levels: 443,830 compared with 394,661. The breakout per importer included:

	11 mos., 1983	11 mos., 1982
Toyota	156,110	134,091
Nissan	120,194	92,803
Mazda	62,199	33,885
Dodge Ram 50	29,360	29,340
Others	75,967	104,542
TOTAL	443,830	394,661

Model breakdown
Auction Averages

	FEBRUARY TO DATE	JANUARY	DECEMBER
1984	$10,622	$10,118	
1983	8,758	8,110	$ 9,683
1982	6,247	6,338	6,445
1981	5,141	5,279	5,414
1980	4,555	4,239	4,734
1979	3,506	3,902	3,995
1978	2,543	2,589	2,959
1977	1,928	1,999	1,895
Overall Average	$ 5,296	$ 5,359	$ 4,308

Used Car Sales
Auction Averages

February to date	$5,296
Month ago	$5,652
Year ago	$4,693

factories list auction dates

Chrysler Corp.

Feb. 22—Concord Auto Auction, Acton, Mass., and South Seattle Auto Auction, Kent, Wash.

Feb. 23—Clanton's Auto Auction, Darlington, S. C.; St. Pete Auto Auction, Clearwater, Fla., and 166 Auto Auction, Springfield, Mo.

Ford Motor Co.

Feb. 21 — Harrisonburg Auto Auction, Harrisonburg, Va.

Feb. 22—Concord Auto Auction, Acton, Mass.

Feb. 23—Nashville Auto Auction, Nashville, Tenn., and 166 Auto Auction, Springfield, Mo.

Feb. 28—Aptco Auto Auction, Taylor, Mich.

Feb. 29 — Golden Gate Auto Auction, Fremont, Calif., and Minneapolis Northstar Auto Auction, Shakopee, Minn.

March 1—Skyline Auto Exchange, Fairfield, N. J.

American Motors

Feb. 21—Aptco Auto Auction, Taylor, Mich.

Feb. 22—Columbus Fair Auto Auction, Obetz, O.; Metro Milwaukee Auto Auction, Caledonia, Wis., and Central States Auto Auction, Mason City, Ia.

Feb. 23—Northstar Auto Auction, Shakopee, Minn.; Evansville Auto Auction, Evansville, Ind., and Todd Auto Auction, Telford, Pa.

Feb. 24—Concord Auto Auction, Acton, Mass.

Feb. 28—D-A Auto Auction, New Stanton, Pa., and High Point Auto Auction, High Point, N. C.

Feb. 29—Columbus Fair Auto Auction, Obetz, O.; Kansas City Auto Auction, Kansas City, Mo., and Southern Auto Auction, Warehouse Point, Conn.

General Motors

Feb. 22—Metro Auto Auction, Kansas City, Mo., and Clanton's Auto Auction, Darlington, S. C.

Feb. 23 — Indianapolis Auto Auction, Indianapolis, Ind.

Feb. 29—Arena Auto Auction, Chicago, Ill., and Atlanta Auto Auction, Red Oak, Ga.

March 5—Florida Auto Auction of Orlando, Orlando, Fla.

March 7—Brasher's Auto Auction, Fontana, Calif.

March 8—Aptco Auto Auction, Taylor, Mich., and Dallas Auto Auction, Dallas, Tex.

March 13—South Seattle Auto Auction, Kent, Wash., and Ohio Auto Auction, Columbus, O.

March 14—Hatfield Auto Auction, Hatfield, Pa., and Northstar Auto Auction, Shakopee, Minn.

March 15 — Nashville Auto Auction, Nashville, Tenn.

March 20 — Southern Auto Auction, E. Windsor, Conn.

March 21—Metro Auto Auction, Kansas City, Mo., and Golden Gate Auto Auction, Fremont, Calif.

March 28—Arena Auto Auction, Chicago, Ill., and Clanton's Auto Auction, Darlington, S. C.

March 29—Butler Auto Auction, Gibsonia, Pa.

used-car auction directory

Display Rates: $68.50 per column inch (minimum space, 1 inch on 1 column). Listing Rates: (Maximum: Four lines of type - 1 time, $21.50; 13 times, $20.00; 26 times, $18.00; 52 times, $15.00. For Frequency Display Rates contact Want Ad Dept., Automotive News, 965 E. Jefferson, Detroit 48207. Phone (313) 567-9520. Closing: 12 days in advance. Next closing: February 22 for March 5 issue.

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Evansville Auto Auction & Recon Center—Fleet & Lease car specialist—Nationwide pickup. 812-425-4576. P.O. Box 2409, Evansville, Indiana 47714.

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UPCOMING EVENTS: Fleet & Lease Sale February 29th . . . 30 major lease companies represented

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Ohio Auto Auction. The Tuesday sale. 3905 Jackson Pike, Columbus, Ohio. 614-871-2771.

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Wednesday Auto Auction. Exit 49 on I-270, Columbus, Ohio. Every Wednesday. Call: Area 614-497-2000.

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Three weeks ahead of last year

1984 car output reaches one million

By Joe Wilssens
Staff Writer

Domestic auto makers marked a 1984 milestone as the one-millionth car was assembled last Tuesday (Feb. 14), nearly three weeks earlier than in 1983. Last year, the million mark was reached March 4.

So far this year, the manufacturers have built 1,127,173 cars, a 46.13 percent gain over 771,331 built during the same period last year.

Breakdown for the year-to-date total by company is: General Motors, 60.07 percent; Ford Motor Co., 19.47 percent; Chrysler Corp., 15.27 percent; American Motors, 2.39 percent; Volkswagen of America, 1.43 percent, and Honda, 1.37 percent.

With 18 facilities working extra hours, last week's estimated production was 177,639 units, 8.30 percent better than the previous week's 164,022. The tally was 36.04 percent ahead of 130,572 produced in the year-ago week.

GM's assembly facilities at Wentzville (Mo.) and Orion (Mich.) did not operate last week and are down again this week due to parts shortages. The plants build the front-wheel-drive C-cars.

Working Saturday (Feb. 18) were GM plants at: Arlington (Tex.), Bowling Green (Ky.), Detroit, Doraville (Ga.), Flint (B-D and G lines), Lansing (B-D and G lines), Linden (N. J.) and Lordstown (O.).

Ford scheduled daily overtime at six plants and extra Saturday (Feb. 18) hours at three assembly facilities. Ford's Atlanta, Wayne (Mich.) and Wixom (Mich.) plants worked both daily and Saturday overtime, while Chicago, Edison (N. J.) and St. Louis were scheduled for daily overtime only.

At Chrysler, Belvidere (Ill.), Newark (Del.) and St. Louis No. 1 put in two daily 9-hour shifts. Jefferson (Detroit) worked two daily 8½-hour shifts.

McDonald dealer letter tells of opposition to H.R. 1415

Continued from Page 1

to fleet customers or dealers selling to fleets."

The GM president said government interference in dictating pricing policies at any level was not in the best interest of the industry.

Reaction to the letter came swiftly last week as Ed Mullane, president of the Ford Dealers Alliance, charged that McDonald was throwing up "a smoke screen" to confuse the dealer body.

Mullane said the letter "contains misrepresentation, intimidation and it in no way addresses the central issue, which is discriminatory or two-tier pricing."

Mullane argued that McDonald was wrong when he said prices are not increased.

"Who then does absorb the $1.4 billion-per-year cost of the current subsidies? The Tooth Fairy?"

According to Mullane, H.R. 1415 is neither anti-competitive nor an attack on the free-enterprise system since it only abolishes the two-tier pricing and treats all segments of the industry fairly.

Mullane charged that McDonald and the manufacturers "are merely attempting to use their father image posture to scare the dealer body into acquiescence."

Mullane said dealers have, over the years, attempted through negotiations with manufacturers, to abolish fleet subsidies. He said that only because the manufacturers would not respond did dealers turn to the government for relief.

• Mullane went on to say that "if the government can be used to restrict imports, what is wrong with the government being used to correct discriminatory pricing?"

Informed sources said the McDonald letter was scheduled to be mailed before the recent NADA convention in Dallas two weeks ago. Pressure was brought on GM by NADA not to send the letter until after the convention to avoid controversy there.

A draft NADA response to this letter also was obtained by Automotive News. In that draft, NADA paragraph by paragraph argued against McDonald and for passage of H.R. 1415.

The draft response argues that the bill only prohibits manufacturers from establishing fleets as a preferred class of customers and prohibits price discrimination between dealers and fleets.

When the final response will be released was unknown at press time.

Canadian output edges upward to 23,075 for week

Canadian auto makers slated production of 23,075 cars last week, 3.27 percent more than the prior week's 22,344 but down 5.63 percent from 24,451 assembled in the year-ago week.

To date this year, the manufacturers have built 144,618 autos, 15.62 percent better than the 1983 total at this point of 125,083.

Truck assembly last week was targeted at 16,935 down 270 units from the previous week's 17,205 but an impressive 66.13 percent ahead of 10,194 trucks assembled in the year-ago week.

So far this year, truck production has climbed to 110,130, an 80.66 percent improvement over the 60,961 units which were assembled in the first seven weeks of 1983.

Chrysler Corp. estimated production of 2,054 Dodge Caravans, 1,926 Plymouth Voyagers and 509 Mini Ram Vans at its Windsor (Ont.) plant last week, bringing the year-to-date T-115 total to 25,107.

Truck production slips to 58,623 as Chevy dips

U. S. truck producers targeted production of 58,623 units last week. The total was down 7.34 percent from the prior week's output of 63,267, due to a dip at Chevrolet, but it remained 31.19 percent better than the 44,685 produced in the year-ago week.

Year-to-date, 411,327 trucks have been assembled, leading the year-ago total of 250,270 by 64.35 percent.

Nine truck facilities worked additional hours last week.

All six of Ford Motor Co.'s assembly plants were scheduled for additional daily hours, while Louisville also worked Saturday (Feb. 18).

At General Motors, Lordstown (O.), Pontiac No. 2 and St. Louis worked Saturday.

American Motors announced that it will boost production of Jeep Wagoneer and Cherokee by 1,000 units a month at its Toledo plant beginning this week. The scheduled increase will lift output of these models from 350 to 395 units per day.

CANADIAN CAR PRODUCTION

	Week Ended Feb. 18, 1984	Week Ended Feb. 19, 1983	Week Ended Feb. 11, 1984	Feb. to Date	Jan. 1 to Feb. 19, 1983	Jan. 1 to Feb. 18, 1984
AMERICAN MOTORS	600	978	610	1,575	4,835	4,132
CHRYSLER CORP.	.....	4,608	.....	.....	28,674	.....
FORD MOTOR	8,400	8,161	8,329	20,433	28,730	48,357
GENERAL MOTORS	13,851	10,524	13,181	34,913	61,269	90,664
VOLVO	224	180	224	583	1,575	1,465
Total Cars, Canada	23,075	24,451	22,344	57,504	125,083	144,618

TRUCK PRODUCTION IN U. S.†

	Week Ended Feb. 18, 1984	Week Ended Feb. 19, 1983	Week Ended Feb. 11, 1984	Feb. to Date	Jan. 1 to Feb. 19, 1983	Jan. 1 to Feb. 18, 1984
CHEVROLET	16,871	15,273	20,261	48,652	91,062	132,248
DODGE	4,000	2,784	4,214	10,787	13,133	28,234
FORD	23,414	18,930	24,354	61,573	94,206	155,414
GMC	6,062	4,734	6,457	16,334	29,500	42,365
INTERNATIONAL	1,422	651	1,443	3,718	6,057	9,212
JEEP	3,500	1,263	3,568	9,190	8,962	23,677
NISSAN	2,304	.....	1,920	5,353	.....	13,037
AM GENERAL	50*	50*	50*	130*	350*	340*
MISCELLANEOUS	1,000*	1,000*	1,000*	2,600*	7,000*	6,800*
Total Trucks, U.S.	58,623	44,685	63,267	158,337	250,270	411,327

CANADIAN TRUCK PRODUCTION

	Week Ended Feb. 18, 1984	Week Ended Feb. 19, 1983	Week Ended Feb. 11, 1984	Feb. to Date	Jan. 1 to Feb. 19, 1983	Jan. 1 to Feb. 18, 1984
CHRYSLER CORP.	7,141	2,713	7,322	18,742	18,404	43,414
FORD MOTOR	3,400	3,042	3,432	8,843	12,732	22,823
GENERAL MOTORS	6,248	4,439	6,306	16,364	28,997	42,943
INTERNATIONAL	146	.....	145	379	828	950
Total Trucks, Canada	16,935	10,194	17,205	44,328	60,961	110,130
N. American Trucks	75,558	54,879	80,472	202,665	311,231	521,457

†—Now includes window van production. *—Estimated.
Jeep includes commercial only. AM General includes government-destined vehicles.

U. S. CAR PRODUCTION

	Week Ended Feb. 18, 1984	Week Ended Feb. 19, 1983	Week Ended Feb. 11, 1984	Feb. to Date	Jan. 1 to Feb. 19, 1983	Jan. 1 to Feb. 18, 1984
AMERICAN MOTORS	4,800	3,065	4,842	12,544	23,805	26,945
AMC Total	.....	.....	.....	.....	2,491	.....
Eagle	.....	.....	.....	.....	2,491	.....
Renault Total	4,800	3,065	4,842	12,544	21,314	26,945
Alliance	2,400	3,065	2,492	6,372	21,314	13,514
Encore	2,400	.....	2,350	6,172	.....	13,431
CHRYSLER CORP.	28,200	16,037	25,574	70,931	86,546	172,170
Plymouth Total	7,700	6,126	7,677	20,654	31,221	51,672
Horizon	3,400	1,955	3,018	8,557	9,501	20,225
Reliant	4,000	4,102	4,102	10,859	21,383	28,333
Caravelle†	150	69	86	305	337	1,055
Gran Fury	150	.....	471	933	.....	2,059
Chrysler Total	9,600	3,272	8,376	23,418	20,813	55,149
LeBaron	2,700	1,583	2,886	7,373	10,816	17,232
Laser	1,800	.....	1,489	4,381	.....	10,853
Chrysler E-Class	2,100	1,689	1,929	5,407	9,997	14,033
Fifth Avenue	3,000	.....	2,072	6,257	.....	13,031
Dodge Total	10,900	6,639	9,521	26,359	34,512	65,349
Omni	3,400	2,373	2,773	8,190	10,561	18,680
Aries	3,600	2,813	3,477	9,307	15,742	23,056
Daytona	1,100	.....	1,227	3,113	.....	9,161
Dodge 400	.....	535	.....	.....	3,538	.....
Dodge 600	1,800	918	1,542	4,476	4,671	11,354
Diplomat	1,000	.....	502	1,773	.....	3,098
FORD MOTOR	38,068	34,686	30,651	86,836	176,186	219,439
Ford Division	24,932	24,733	20,777	57,881	111,409	145,465
Escort	7,947	7,356	7,478	19,842	27,805	45,574
Fairmont	.....	2,849	.....	.....	20,889	.....
Mustang	2,799	3,805	2,182	6,184	15,000	16,264
LTD	5,146	3,516	4,988	13,088	24,239	33,278
Thunderbird	4,144	3,963	4,093	10,620	14,477	23,034
Crown Victoria	1,451	2,049	1,450	3,769	8,488	10,996
EXP	643	195	586	1,576	511	4,934
Tempo	2,802	.....	.....	2,802	.....	11,385
L-M Division	13,136	10,953	9,874	28,955	64,777	73,974
Mercury Total	9,017	8,536	7,134	20,536	49,995	52,888
Lynx	1,798	1,923	1,356	4,009	7,312	9,464
Capri	289	355	227	658	3,295	2,398
Zephyr	.....	1,146	.....	.....	7,512	.....
Marquis	2,045	1,357	1,903	5,126	8,151	12,944
Cougar	1,443	1,490	1,478	3,827	6,149	10,211
Grand Marquis	2,178	2,209	2,170	5,652	17,370	13,516
LN7	.....	56	.....	.....	206	.....
Topaz	1,264	.....	.....	1,264	.....	4,355
Lincoln Total	4,119	2,417	2,740	8,419	14,782	21,086
Continental	748	483	493	1,533	2,947	3,907
Lincoln	2,574	1,038	1,714	5,301	6,496	10,016
Mark VI/VII	797	896	533	1,585	5,339	7,163
GENERAL MOTORS	101,971	74,351	98,325	262,734	470,091	677,091
Buick Division	22,041	17,778	22,727	58,415	113,555	148,148
Skylark	2,690	2,875	2,670	7,022	12,492	15,141
Skyhawk	3,076	1,391	3,122	8,023	10,101	22,349
Century	4,659	2,922	4,650	12,294	19,432	30,278
Regal	4,770	5,032	4,850	12,508	36,415	32,097
Buick	5,657	4,893	5,861	14,871	30,354	38,301
Riviera	1,189	665	1,130	3,051	4,761	8,575
Electra (fwd)	.....	.....	444	646	.....	1,407
Cadillac Division	7,336	6,649	6,527	18,134	47,193	46,614
Cimarron	435	499	515	1,203	3,537	3,136
Seville	982	970	741	2,175	4,805	5,297
Eldorado	1,701	1,537	1,428	3,995	10,866	9,985
Cadillac	4,218	3,643	3,466	10,126	27,985	26,912
DeVille (fwd)	.....	.....	377	635	.....	1,284
Chevrolet Division	34,474	22,191	35,026	91,195	134,321	232,179
Chevette	4,545	4,849	4,071	11,157	26,175	28,119
Cavalier	8,113	4,127	8,430	21,705	23,136	57,584
Celebrity	6,388	795	7,484	18,224	8,230	41,132
Camaro	5,180	3,706	5,162	13,714	25,874	37,199
Citation	2,107	2,495	2,086	5,469	15,927	12,948
Malibu/El Camino	785	3,053	614	1,860	17,014	4,212
Monte Carlo	4,119	1,554	3,815	10,601	11,308	29,053
Chevrolet	2,337	1,301	2,614	6,272	5,950	16,589
Corvette	900	311	750	2,193	707	5,343
Oldsmobile Division	26,584	20,679	23,586	66,347	127,157	174,700
Omega	1,310	2,549	1,392	3,474	9,138	7,443
Firenza	1,264	802	1,200	3,264	5,119	10,016
Cutlass Supreme	8,218	5,731	6,493	19,458	38,351	51,533
Cutlass Ciera	5,338	3,594	4,564	13,333	20,950	35,165
Oldsmobile	9,506	7,240	8,608	23,780	48,074	63,109
Olds 98 (fwd)	.....	.....	424	645	.....	1,336
Toronado	948	763	905	2,393	5,525	6,098
Pontiac Division	11,536	7,054	10,459	28,643	47,865	75,450
Acadian†	300	311	326	840	2,056	2,176
2000 Sunbird	3,580	1,584	2,303	7,506	11,564	19,894
1000	705	748	860	2,117	5,231	5,523
Firebird	2,200	1,765	2,211	5,793	11,253	15,724
Phoenix	279	770	283	755	4,546	2,277
G. Prix/Bonneville	1,402	1,876	1,422	3,692	13,215	9,908
Parisienne	440	.....	517	1,221	.....	3,238
Fiero	2,630	.....	2,537	6,719	.....	16,710
HONDA	2,250	473	2,247	5,814	2,395	15,424
VOLKSWAGEN	2,350	1,960	2,383	6,165	12,308	16,104
Total Cars, U.S.	177,639	130,572	164,022	445,024	771,331	1,127,173
Total Cars, Canada	23,075	24,451	22,344	57,504	125,083	144,618
N. American Cars	200,714	155,023	186,366	502,528	896,414	1,271,791
N. American Trucks	75,558	54,879	80,472	202,655	311,231	521,457
North American Cars and Trucks	276,272	209,902	266,838	705,183	1,207,645	1,793,248

†—All Acadians and Caravelles are built for sale in Canada. *—Estimated.